



GSA Federal Acquisition Training Symposium

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Importance of Planning in Source Selection

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Operational Readiness

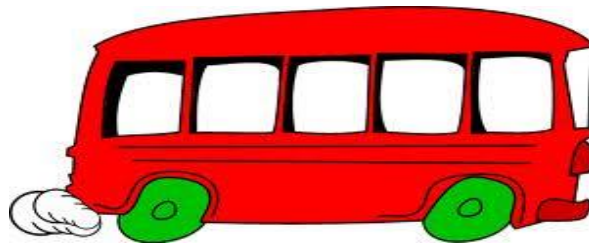
Gen Perna of the Army Materiel Command is focused on Operational Readiness. In order to support our soldiers, we need to operationalize contracting.

Operationalizing contracting means the focus of contracting is to deliver the outcome that is right for the Army – the outcomes we provide for Soldiers:

- ✓ Practical outcomes
- ✓ Ready outcomes
- ✓ Useful outcomes
- ✓ Viable outcomes
- ✓ Workable outcomes

Whose Responsibility Is It Anyway?

- The Acquisition Team is a group of multi-functional personnel who together work to develop a Contract Requirements Package.
- A successful source selection begins with identifying the personnel with the right acquisition skills, technical knowledge, experience and training.



Get the right people on the bus!

Who Are The Right People?

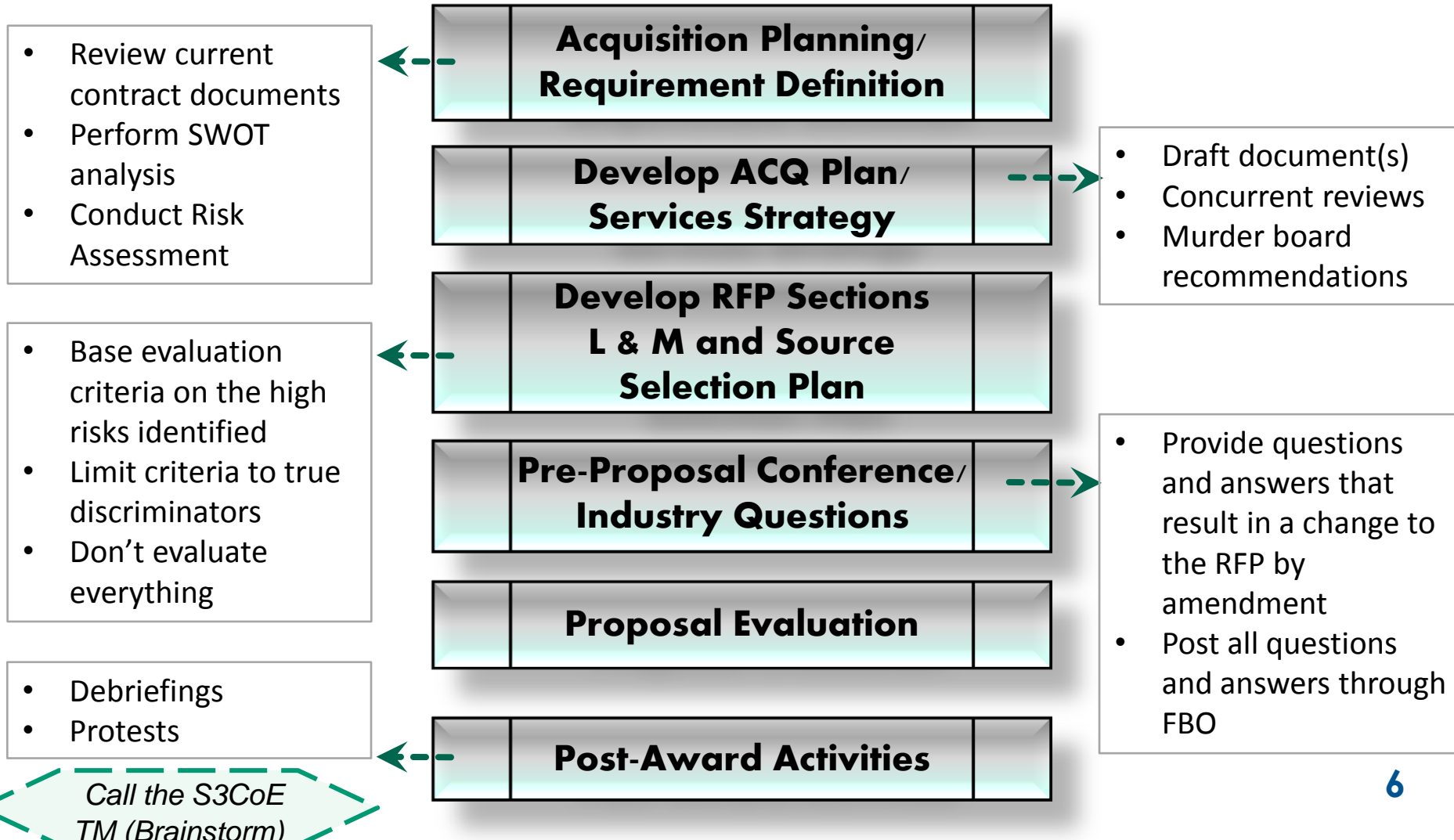
- ✓ Contracting
- ✓ DCMA/DCAA
- ✓ Property Administration
- ✓ Program Management
- ✓ Technical Community
- ✓ End-User Organizations
- ✓ Budget
- ✓ Source Selection SME
- ✓ Logistics
- ✓ Information Technology
- ✓ Office of Counsel
- ✓ Small Business
- ✓ Cost/Price Analyst
- ✓ Advisors (Government and Non-Government)
- ✓ Stakeholders

When Is The Right Time?

Early engagement with customers to “get ahead” of the requirement

- Opportunity to shape the acquisition in order to achieve the right outcomes
- Opportunity to educate customers

What Are The Right Engagement Points?



Why is Training Important?

DoD Source Selection Procedures (31 March 2016)
Requires the Source Selection Authority to:

- Ensure that personnel appointed to the source selection team are knowledgeable of policy and procedures for properly and efficiently conducting the source selection
- Ensure the team members have the requisite acquisition experience, skills and training necessary to execute the source selection

When Is The Right Time to Train?

- Educating the customer early in the acquisition process will result in
 - Effective advance acquisition planning
 - Establishing a realistic milestone schedule
 - Streamlined source selection evaluation criteria
 - Reduced PALT

You may think you don't have time to do it right, but you will have time to do it over!

What Is The Right Training?

Suggested Training:

- Formal Source Selection Training
- Acquisition Planning Simulation Course
- Source Selection Simulation Course
- Just-In-Time Training for SSEBs

Contact Information

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